

PVC TO PAYCHECK WORKSHEET

This tool is utilized by the SC and above who is usually both PBQ & POBQ and is ready to begin mastering the NSA Marketing Plan and *approximating* their paycheck.

This worksheet is available on <http://www.campbellteam.net> under "Resources/Coaching Materials" (username: campbell passcode: team)

PBQ	POBQ-PBQ	POBQ SC+DIRECT	POBQ SC+DEEP
22/21%	13%	9%	5%
1. You 2. PCs 3. DLRs 4. DDs	VFs	1. Your Direct SC's POBQ	SCs under SCs who DO qualify
		2. SCs under SCs who DON'T qualify for POBQ	
<i>List PVC on Back of Page</i>			

DO THE PAYCHECK MATH:

ADD COMMISSION DOLLARS:

22% x _____				= \$ _____
13% x _____				= \$ _____
9% x _____				= \$ _____
5% x _____				= \$ _____
SUB-TOTAL = \$				_____

ADD BUSINESS INCENTIVE BONUS

"Commission \$\$\$ Subtotal" X 10% or 20% = \$ _____

ADD PC RETAIL PROFIT: For instance...

NEW PC – JP+ 2 Pack	# _____	x \$23.00 each		= \$ _____
NEW PC – JP+ Trio	# _____	x \$39.00 each		= \$ _____
NEW PC – JP+ Complete	# _____	x \$16.00 each		= \$ _____
Established Installment PC – JP+ 2 Pack	# _____	x \$5.75 each		= \$ _____
Established Installment PC – JP+ Trio	# _____	x \$9.75 each		= \$ _____
NEW Basic Tower Garden Kit	# _____	x \$55.00 each		= \$ _____
SUB-TOTAL = \$				_____

SUBTRACT Fees:

Administration Fee	DD/VF \$5, SC and Above \$10		= \$ _____
Virtual Office Fee	DLR/DD \$5, VF \$10, SC \$12, SSC \$15, QNMD \$20, NMD \$25		= \$ _____

TOTAL = \$ _____

SEPARATE CHECK

ADD Team Building Bonus Dollars

Number of "5-1s" at either \$100 or \$200 # _____ = \$ _____